

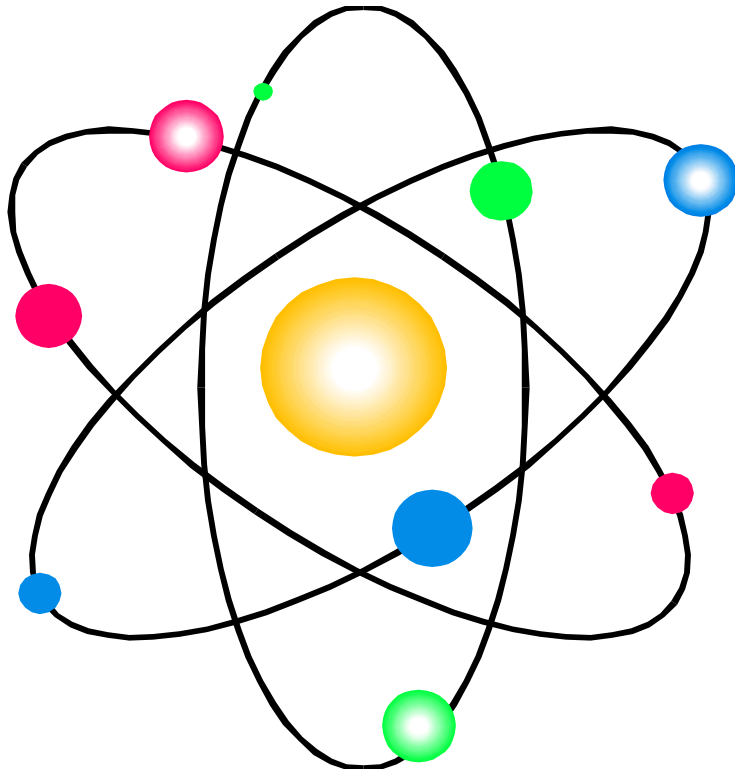
# **Business Opportunities in the S&T Community**



**HQ Contracting  
Air Force Research Laboratory  
Wright Patterson AFB OH**



# Overview



- Solicitations
- Contracts
- Assistance Instruments
- CRADAs
- Unsolicited Proposals
- Summary

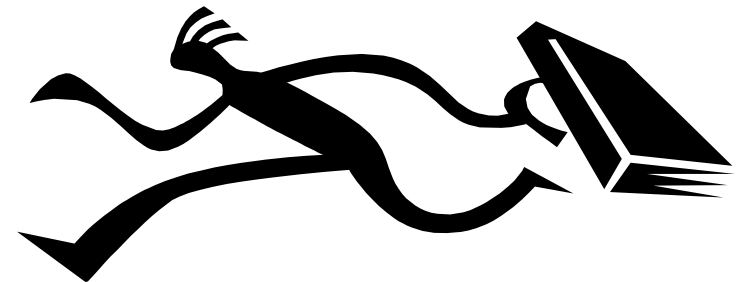


# Solicitations



## Types:

- Request for Proposal (RFP)
- Broad Agency Announcement (BAA)
- Small Business Technology Transfer (STTR) Program
- Small Business Innovation Research (SBIR) Program





# Request for Proposal



- Sources Sought - Notice of Contract Action (NOCA)
- Government generated Statement of Objectives (SOO)
- Contract format - clauses and special provisions tailored to acquisition-usually contains FAR, DFARS, AF, and Command clauses/provisions
- Instructions to Offerors (Section L) and Evaluation Criteria (Section M) highly tailored (non-standard)
- Solicitation issued via hard copy or the Web



# Broad Agency Announcement

- Published on Federal Business Opportunities (FBO) and/or Grants.gov websites
- Broad scope - topical in nature; requirement defined as area of need or interest rather than specific solutions or outcomes
- Purpose:
  - Unique/creative solutions
  - Advances in knowledge, understanding, technology, state-of-the-art
  - Not for major weapons systems procurement
- Announcement may include multiple areas of interest
- Offeror may propose according to their specialized area of expertise
- Proposal submission date may be specified or open until rescinded by revised announcement
- Evaluation criteria stated in BAA



# BAA, cont.

- Announcement may ask for White Papers or Proposals
  - White Papers (WP): usually has page limit (5-10 pages)
    - Intended to limit offeror's investment of time and resources
    - Includes period of performance and rough-order-of-magnitude cost
    - Should be concise but adequately address concepts and plans to accomplish technical objectives
    - Evaluated against stated criteria
    - Proposals solicited based on WP evaluations



# BAA, cont.



- Process allows increased communication
  - Contact technical and contracting POCs for clarifications or additional information
- Proposals are usually categorized:
  - Category I: recommended for acceptance (subject to available funding)
  - Category II: acceptable but lower priority than I
  - Category III: not recommended for award
- Multiple awards common
- May award contract, grant, cooperative agreement, other transaction if specified in announcement
- Offerors propose SOW adequate for incorporated into award instrument



# SBIR/STTR



- Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) Programs
  - Solicited at DoD level
    - 3 annual SBIR Solicitation/2 annual STTR solicitations
  - Very competitive
    - SBIR – 12,000+ proposals received
    - STTR – 1,583 proposals received
  - 3 Phase program
    - Phase I – feasibility study (approx \$100K – 6-9 Months)
    - Phase II – continue the R&D work (approx \$750K – 2 yrs)
    - Phase III – derives, extends, concludes SBIR work (non-SBIR funded)
  - STTR requires partnering with a research institute

<http://www.acq.osd.mil/osbp/sbir/>





# Contracts



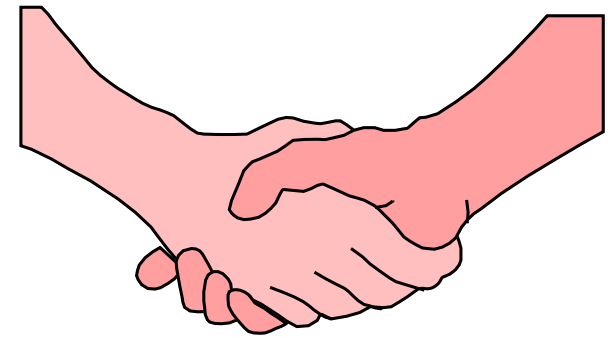
- May be awarded under all circumstances
  - Competitive RFP/BAA, SBIR, STTR or Sole Source
- Subject to Federal Acquisition Regulations (FAR) and applicable supplements (e.g. Dept of Defense, Air Force, etc.)
- Acquisition of goods or services for direct benefit of the Government
- Funded with Government money
- Offeror may share cost
- Awardee responsible for performance
- Buyer/seller relationship
- May have complex terms/conditions
- May require substantial Government oversight or administration



# Assistance Instruments



- FAR does not apply
- Subject to Department of Defense Grants & Agreements Regulations (DODGARs)
- Normally solicited via BAA
- Goal of assistance is to transfer a thing of value to accomplish a public purpose...may be money, personnel or government facilities
- Creates partnership
- Objective is appropriate budget, not best price
- No payment of fee or profit





# Assistance, cont.

- Instrument composed of “full text” articles (no clauses/provisions)
  - Straightforward, easy to understand, few references
- Cost sharing or matching common
  - Cost sharing requirements depend on instrument
- Types of assistance instruments:
  - Grants
  - Standard Cooperative Agreement
  - Technology Investment Agreement
  - Other Transactions
  - Cooperative Research and Development Agreements



# Assistance (cont)

- Grants
  - Appropriate for basic or applied research
  - Predominately universities or non-profit organizations
  - No substantial involvement between Government & recipient
- Cooperative Agreement
  - Similar to Grant
  - Substantial involvement between Government & recipient
    - Nature of the involvement specified in the instrument
    - Cost share allowed but not required
  - Utilizes FAR cost principles



# Assistance (cont)

- Technology Investment Agreement (TIA)
  - Maximum flexibility
  - Utilizes Generally Accepted Accounting Principles (GAAP)
  - 50/50 cost share required
  - Basic, applied, advanced research
  - Generally all articles negotiable
  - Award to single recipient or consortium
- Other Transactions
  - Undefined legal instrument
  - Requirement for 50/50 cost share



# Cooperative Research & Development Agreements (CRADAs)



- Partnership between Government and commercial firm or consortium
  - Supports the commercialization of technology developed in labs
  - Explores dual-use technology
- No obligation of Government funds
  - Arrangement can include sharing of government facilities, processes, data, equipment or personnel
  - Government may receive funds
- Laboratory personnel (or Lab) may receive royalty money for inventions
- Not subject to acquisition or assistance rules
- Contracting Officer/Grants Officer not involved



# Unsolicited Proposals



- Subject to FAR
- Must be innovative and unique
- Must be independently originated and developed by offeror
- Cannot be an advance proposal for a known agency requirement that can be acquired by competitive methods
- Contact lab technical personnel
  - Understand mission needs
  - Inquire about general need for your idea
  - Remind lab folks that information shared by you is proprietary and they may not discuss with others



# SUMMARY



- Monitor Federal Business Opportunities, Grants.gov, and SBIR/STTR websites for upcoming business opportunities.
- Read the solicitation closely, so your proposal meets all requirements and is competitive.
- Every solicitation should contain point of contact information





# Future Resources



- [Air Force Research Laboratory Homepage](#)
- [Federal Business Opportunities Website](#)
- [Grants. Gov](#)
- [SBIR/STTR Program](#)
- Technology Transfer Websites:
  - [Department of Defense Technology Transfer Center](#)
  - [Air Force Technology Transfer Office](#)